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## **Interests of Primorsky Krai Companies in Sakhalin Oil & Gas Projects**

### ***Contractors and Subcontractors***

#### **DNIIMF (Far Eastern Research Institute of Marine Fleet)**

The Institute received contracts both from Sakhalin-1 and Sakhalin-2 operators. The institute provides technical documentation for U.S. vessels calling in the ports of Sakhalin, construction of dry dock and oil pipes assemble in and transportation from the port of Vostochny. Partners are not needed.

The Institute specializes in research and engineering in marine transportation, shipbuilding and ship repair, port construction, architecture design of industrial complexes.

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#### **Gidroteks**

Received several small subcontracts for marine research and hydrotechnical engineering for Sakhalin-2. The company has over 100 employees. The Director of the company is the Professor of the Far Eastern Technical University specializing in offshore platform engineering. He is also the Director of the Russian Far East Bidders Association whose members are large and medium-sized shipbuilding, construction and machinery companies of the RFE. The company is interested in partnership with U.S. engineering companies to jointly provide services for offshore platforms in Sakhalin.

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#### **Zvezda**

This is a closed defense plant serving atomic submarines. The plant dismantled old sub-marines with participation of the U.S. Department of Energy and U.S. companies. The plant is interested in receiving contracts or subcontracts from Sakhalin-1 and Sakhalin-2 operators and/or their direct contractors. The plant is able to assemble metal frames and constructions for oil platforms. The plant seeks U.S. partners to jointly participate in tenders. Currently, the plant received a small sub-contract (\$200,000) to prepare a coastal territory for Sakhalin-2. Despite its secrecy, the management of the plant is ready to provide all necessary information (permitted by the Russian Ministry of Defense) to potential partners. The management will also assist with permits to visit the territory of the plant to foreign partners.

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### **Port of Vostochny**

The port has received 2 sub-contracts for Sakhalin-2: (1) one is for construction of a dry dock and metal structures on the basis of the port's container repair plant; (2) assemble and isolation of 280,000 tons of pipes on the port's territory. In both cases, all work will be done by contractors and subcontractors. The port will provide space, equipment, power, and additional services.

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## ***Potential future contractor and sub-contractors***

### **Primorsk Shipping Company (Prisco)**

Oil transportation by tankers for Sakhalin-1. The company is building three new tankers with deadweight of 108,000 tons in the Croatian town of Split. It raised \$209.8 million for tanker building. Company's fixed assets are \$452.292 million. The company is on final stages of tender process. It has a foreign partner.

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### **FESCO**

The company participates in 4 tenders transportation of goods to oil platforms, ice-braking services for tankers in De-Kastri port, towing services, and oil transportation. The tender results will be known by the end of April.

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### **Primorsky Ship Repair Plant**

The company seeks opportunities for production of metal structures for the liquefied natural gas pant, water supply and sewage system, and pipe isolation works. The operator requires ISMA certification. Interested in partnership with U.S. companies.

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#### **Nakhodka Ship Repair Plant**

The company seeks opportunities to produce metal structures for Sakhalin projects.

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[www.nsry.nakhodka.ru](http://www.nsry.nakhodka.ru)

#### **Spassk Cement**

The company owns two RFE cement manufacturing companies in the RFE. The product is certified with the American Petroleum Institute. The company experience difficulties with getting sub-contracts.

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### *Other companies mentioned during the presentation*

#### **Primorskaya Transportation Company (PTC)**

PTC is one of the leading transportation companies in the region. The company provides (1) trucking services using Freightliner (39 trucks), International, Nissan, Kamaz and Kraz in the RFE and from/to China, (2) distributes Freightliner and International trucks and their spare parts in the RFE, (3) provide repair services for the above-mentioned trucks. In addition to trucks, the company also owns tractor bodies (44), bulldozers and loaders (9), and other heavy machinery (13). Since 1997, the company has sold 120 tractors and about the same number of bodies. In 2003, the company estimates to sell 120 trucks and spare parts worth \$2 million. Company's fixed assets are \$3 million.

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#### **Rhonda**

Software development for Motorola's cellular phones.

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### **Stanley Shell Organization**

The company works with a Vladivostok chemist developing cosmetics on the basis of local endemic plants. Cosmetics will be manufactured and distributed in the U.S.

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### **Aquaresource**

Small fishing-company operating over 10 years. The company is interested in diversifying into wood processing. The company is ready to invest own money into equipment purchase but needs a U.S. partner guaranteeing stable markets for the end-product (picture and window frames).

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### **Announcement**

Sakhalin-1 operator is looking for U.S. architectural firms, licensed to do business in Russia and with Russian experience. The project is to design of the following buildings located at Sakhalin northern production site: office building, permanent accommodations including gymnasium and clinic, warehouse/workshop, security building/firehouse. The company expects quality for a 40 year life of the buildings.

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### **BISNIS Vladivostok**

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